

# A Journey of Procurement Success of a US Internet Company

Router-switch.com  
Case Study

# Challenges

**Customer:** RS-USA-2798, a leading US-based internet company, boasts a workforce ranging from 200 to 500 employees. Renowned in the digital marketing industry, they are acclaimed for delivering innovative solutions to their clients.

**Challenges:** To meet the escalating demands of their clients and expand their service offerings, RS-USA-2798 sought to procure advanced IT products and equipment. They required high-performance servers, storage systems, and networking devices to effectively support their growing business operations.

However, they faced significant challenges while planning their IT procurement. Their budget was limited, posing constraints on the investment in the required IT infrastructure. Moreover, their team lacked comprehensive technical knowledge about the latest products and technologies available in the market. The clock was ticking, and they had to complete the procurement process within a short timeframe to meet their upcoming project deadlines.



# Solutions



**Solutions:** As a specialized IT product solutions provider, our company stepped in to assist RS-USA-2798 with their procurement needs. With a deep understanding of their budget constraints, we presented a thoughtfully curated range of cost-effective, cutting-edge IT products that perfectly aligned with their requirements.

To bridge the knowledge gap, our team of experts provided detailed product specifications, comparisons, and consultations, enabling RS-USA-2798 to make well-informed decisions. We guided them through the procurement process, ensuring they grasped the long-term benefits and value each product offered.

Furthermore, we expedited the procurement process by streamlining paperwork and collaborating closely with our network of reliable suppliers. This allowed us to accelerate delivery times and meet RS-USA-2798's tight schedule.



# Outcomes

**Outcomes:** Through our collaborative efforts, RS-USA-2798 successfully procured the necessary IT products for their data center and other business operations. Leveraging our solutions, they were able to build a robust and scalable IT infrastructure that effectively supported their business growth and service expansions.

**Conclusion:** RS-USA-2798's procurement journey illustrates the success that can be achieved through strategic collaboration with our specialized IT product solutions. Overcoming budget constraints and technical knowledge gaps, they established a resilient IT infrastructure, solidifying their position as an industry leader and paving the way for future achievements.



# Why Router-switch.com

Router-switch.com, as a leading IT hardware supplier, we strive to meet the diverse needs of our customers with a range of IT products and solutions that are tailored just for them.

**18000+**

Enterprise  
Customers

**600,000+**

End  
Users

**200+**

Countries and  
Regions

**500+**

Global Suppliers

**8**

Global Centers of  
Warehouses & Services

**100,000+**

Products  
SKU

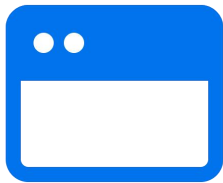
**50-98%**

Off Global  
List Price

**700+**

Local Sales  
Representatives

# Start Connecting Today



## Website

<https://www.router-switch.com>



## Telephone

+1-626-655-0998 (USA)  
+852-25925389 (Hong Kong)  
+852-25925411 (Hong Kong)



## E-mail

[sales@router-switch.com](mailto:sales@router-switch.com)